

Message Text

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ACTION PM-03

INFO OCT-01 EA-06 ISO-00 NSC-05 SP-02 SS-15 L-02 CIAE-00

INR-07 NSAE-00 EB-07 OMB-01 AID-05 IGA-01 MC-02 EUR-12

TRSE-00 /069 W

----- 089372

R 100351Z FEB 75

FM AMEMBASSY JAKARTA

TO SECSTATE WASHDC 6510

INFO SECDEF WASHDC

CINCPAC

C O N F I D E N T I A L JAKARTA 1675

DOD FOR ASD/ISA

CINCPAC FOR POLAD

E.O. 11652: GDS

TAGS: MASS PFOR ID

SUBJ: HELICOPTER EXCHANGE PROPOSAL

SUMMARY: ACCORDING REPORTS VIA SIKORSKY CHANNELS, THERE IS CURRENTLY AN OPPORTUNITY TO OFFER GOI ONE OF PRESIDENTIAL FLEET OF VH-3A HELICOPTERS WHICH BEING RETIRED. WOULD APPRECIATE INFORMATION AS TO ACCURACY THIS REPORT. GOVT AS PART OF EXCHANGE FOR US HELICOPTER PREVIOUSLY PURCHASED BY GOI WOULD CONSTITUTE WELCOME US GESTURE AND COULD HAVE ADDED ADVANTAGE OF INCLINING INDONESIANS TOWARDS US SUPPLIERS FOR LARGE ORDER THEY PLAN TO PLACE. FRENCH NOW HAVE INSIDE TRACK. END SUMMARY.

1. DURING RECENT VISITS OF SIKORSKY AIRCRAFT REPRESENTATIVES VARIOUS PROPOSALS WERE MADE RELATIVE TO REHABILITATING THE GOI PRESIDENTIAL HELICOPTER (S-61V) WHICH GOI PURCHASED SOME YEARS AGO. PROPOSALS RAN FROM COMPLETE REHAB AND UPDATE OF ALL COMPONENTS WITH A PRICE TAG OF \$1.4 MILLION TO MINOR REHAB PRICED AT
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\$495 THOUSAND. ALL WERE REJECTED BY PERTAMINA

(SOURCE OF FUNDS FOR GOI HELO PROGRAMS) AS BEING TOO EXPANSIVE, AND PROGRAM NOW IN LIMBO.

2. CONCURRENTLY, FRENCH FIRM OF AEROSPATIALE IS PRESSING FORWARD WITH AN ACTIVE HELICOPTER SALES PROGRAM. ON HAND AND/OR ON ORDER AIRCRAFT IN SUPPORT OF PERTAMINA'S OFF-SHORE OPERATIONS INCLUDE: TWENTY-FOUR SA-330 PUMAS, TEN SA-360 GAZELLES, AND TWO SA-321 SUPER FRELONS. FRENCH ARE ALSO PRESSING VERY HARD TO GET SA-330 INTO MILITARY INVENTORY, WHERE POTENTIAL HELO PROCUREMENT ESTIMATED AT \$200 MILLION OVER NEXT TEN YEARS. THESE INITIATIVES ARE BEING COUNTERED WITH PROPOSALS FOR SIKORSKY S-58T'S AND/OR BELL HU-IN'S. HOWEVER, FRENCH ARE IN LEAD THROUGH MORE RAPID DELIVERY DATES, ATTRACTIVE REBATES TO PERTAMINA AND CHEAPER PRICES.

3. AGAINST THIS BACKGROUND WE HAVE RECEIVED INFORMAL REPORTS VIA SIKORSKY CHANNELS THAT INVOLVED WASHINGTON AGENCIES BELIEVE IT MIGHT BE POSSIBLE TO OFFER TO EXCHANGE AT NO COST TO GOI ONE VH-3A OF SOON-TO-BE RETIRED PRESIDENTIAL HELICOPTER FLEET FOR AGING S-61V.

4. COMMENT AND ACTION REQUESTED: WOULD APPRECIATE ANY INFORMATION AVAILABLE AS TO WHETHER THERE POSSIBILITY OF OFFERING GOI H-3A IN REPLACEMENT OF S-61V. AT PRESENT JUNCTURE OUR RELATIONS ANY GESTURE OF THIS SORT WOULD BE HELPFUL, NOT TO MENTION POSSIBILITY THAT BY BETTER ACQUAINTING INDONESIANS WITH US HELICOPTER CAPABILITIES WE MIGHT INCLINE THEM TOWARDS US PRODUCERS AS THEY MAKE PLANNED PURCHASES OVER COMING YEARS.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: HELICOPTERS, MILITARY SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 10 FEB 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975JAKART01675
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750047-0599
From: JAKARTA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750258/aaaabzvl.tel
Line Count: 92
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION PM
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 14 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <14 JUL 2003 by BoyleJA>; APPROVED <15 JUL 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: HELICOPTER EXCHANGE PROPOSAL SUMMARY: ACCORDING REPORTS VIA SIKORSKY CHANNELS
TAGS: MASS, PFOR, ID, US
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006